

**San Francisco 49ers
Backup for Stadium Authority
Income Statement
December 14, 2007**

Recap of Potential Stadium Emploeyss

<u>Area</u>	<u>Full Time</u>	<u>Part Time</u>
Operations & Maintenance		
Administration	2	
Accounting	2	
Marketing/Sales	5	
Operations		
Director/Asst	2	
Maintenance	13	
IT/Sound	3	
Grounds Keeper	7	
Janitorial	6	
Security		
Non Game	10	10
Game day		330
Police and Fire		
Traffic		49
In Stadium		90
Fire		
Other Game Day		
First Aid	1	22
Suite Operatiosn	1	1
Guest Services		2
Usher/Tickets Takers		394
Video Boards/Sound		26
Janitorial		80
Food & Beverage	14	720
Locker room attendants		29
GRAND TOTAL	<u>66</u>	<u>1753</u>

**Detail of Base Operating Expenses
for Stadium in Santa Clara**

Operations and Maintenance

<u>Area</u>	<u>Position/Detail</u>		<u>Full Time Employee Count</u>
Administration	General Manager		1
	Asst General Manager		1
	Finance Manager		1
	Accounting Support		1
	Subtotal	\$ 662,163	
Event Management & Sales	Sales Director		1
	Event Director		1
	Event Managers (3)		3
	Advertising Expense		
	Subtotal	\$ 608,326	
Operations	Director		1
	Assistant Director		1
	Subtotal	\$ 147,823	
Maintenance Staff	Electrician (2)		2
	Carpenter (2)		2
	Plumber (2)		2
	HVAC (5)		5
	Painter		1
	General		1
	Subtotal	\$ 1,143,654	
IT/Sound Staff	IT/Sound (3)	\$ 237,247	3
Groundskeepers	Ground Keeper		1
	Assistant (6)		6
	Subtotal	\$ 569,394	
Grounds Supplies	Supplies	\$ 243,331	
Janitorial	Houskeepers (6)	\$ 364,996	6
Gen Bld Maint	Repairs & Maintenance		
	Phone & equipment		
	General Supplies		
	Elevators & Escalators		
	Other Contracts		
		\$ 790,824	
Other	Other costs of non- NFL events	\$ 784,887	
Grand Total Operations & Maintenance		<u>\$ 5,552,645</u>	<u>40</u>

- Assumes 1/3 of Incremental Operating expenses from non-NFL events are not recouped from event sponsor.

**Detail of Base Operating Expenses
for Stadium in Santa Clara**

Security - Non Game Day

Area	Position/Detail	Full Time Employee Count	Part Time Employee Count
Security	Full Time shifts - weekdays		
	Supervisor	9	
	3 people/3 shifts per day	1	
	Part Time Shifts - weekends		
	3 people/3 shifts per day		9
	One Swing Person		1
	Total	<u>10</u>	<u>10</u>
	<u>\$ 656,993</u>		

Detail of Base Operating Expenses
for Stadium in Santa Clara

Utilities

Area	Position/Detail	Cost
Utilities	Electric	\$ 2,153,548
	Gas	\$ 189,819
	Water	\$ 344,637
	Total	\$ 2,688,004

Based on Estimates from Stadium consultants and review of local rates.

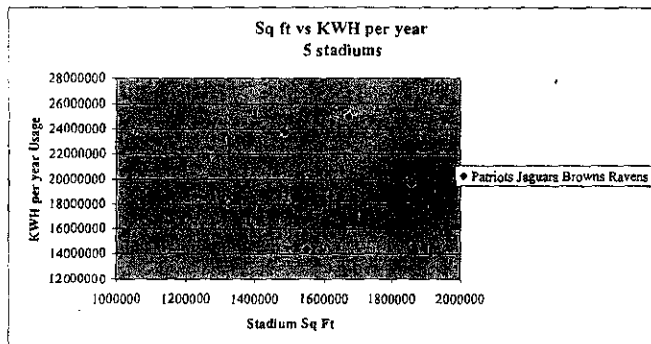
SVP 2006 Rate Summary

CB-1 (large industrial user)

monthly use of energy exceeds 8,000 kwh

			2006 Annual Cost	2012 Annual Cost
Meter Charge	\$47.03 per meter	2 meters	\$1,128.72 (12 months)	\$ 1,428
Demand Charge (all kw of billing demand)	\$5.69 per kw	7,500 kw	Waived (12 months)	waived
Energy Charge (all kwh)	\$0.07555 per kwh	19,710,000 kwh	\$1,489,090.50 (annual usage per FAIR)	\$ 1,884,175
Total for above Charges			\$1,490,219.22	\$ 1,885,603
				\$ 267,945
				\$ 2,153,548

	kwh/yr	sq ft	kwh/sf
Patriots	25,000,000	1,672,000	14.95215311
Jaguars	23,766,474	1,490,000	15.95065369
Browns	18,651,778	1,620,000	11.51344321
Ravens	14,358,225	1,550,000	9.263370968
New 49ers	19,710,000	1,858,804	10.60359242
McAfee	8,089,463		
Monster Park		985,000	



**Detail of Base Operating Expenses
for Stadium in Santa Clara**

Insurance

**Based on Discussions with Stadium Consultants and
and Insurance Brokers**

Property	
Liability	
Quake	
<u>\$ 6,191,591</u>	Total

Detail of NFL Event Costs (Game Day)
for Stadium in Santa Clara

Police & Fire Services

Police

Traffic

Santa Clara PD	36
Sunnyvale	2
San Jose	4
County Sheriff	4
CHP	2
Other	2
Total	49

\$ 501,634

Assumed need 28 officers to handle the 1516 intersections. Add 3 sergeants to supervise, plus one lieutenant. So a total of 36 SCLPD for each game.

Staff	Hours
Santa Clara	36
Hours	9
Sunnyvale pd	324
Lawrence	2
adobe wells	9
San Jose	1
north first	9
Isman	2
Isman	9
Sherrills	4
Tasman VTA	9
CHP	2
CHP	9

In Stadium

Number

O-52 Lieutenant	1
O-52 Sergeants	2
O-52 Sergeants	3
O-4 Officers	4
O-4 Officers	63
1-O-52 (Admin)	1
Dispatchers	2
O-4 Officers	12
Total	90

\$ 764,162

Recap --

Police	Traffic
Police	In Stadium
Fire Services	4 Inspections

\$ 501,634
\$ 764,162
\$ 1,312,634

**Detail of Other Event Expenses
for Stadium in Santa Clara**

Security - Game Day

Area	Position/Detail	Part Time Employee Count
Security	Contract Security Compnay Game day security	330
Total		\$ 650,423
		<u><u>\$ 650,423</u></u>

**Detail of Other Event Expenses
for Stadium in Santa Clara**

Other Game Day Expenses

Area	Position/Detail			Full Time	Part Time
				Employee Count	Employee Count
First Aid	Medical/Disaster Coordinator			1	
	Ambulances				6
	Nurses				6
	Doctors				2
	X Ray				2
	First Aid Officer				6
	Subtotal	\$	236,031	<u>1</u>	<u>22</u>
Suite Operations	Suites Coordinator			1	
	Suites Administrator				1
	Subtotal	\$	103,415		
Guest Services	Guest Services Supervisor				1
	Guest Services Assistant				1
	Subtotal	\$	12,167	<u>1</u>	<u>2</u>
Ushers/Ticket Takers	Director of Ushers				1
	Director of Ticket Takers				1
	Assistant to Ushers/Ticket Takers				2
	Supervisors				20
	Ushers				225
	Ticket Takers				100
	Parking Lot Directors				45
	Subtotal	\$	428,262	<u>394</u>	<u>394</u>
Entertainment	Jumbotron Operation				20
	Sound on Stage				6
	Jumbotron Coordination - Expense				
	Animation - Expense				
	Subtotal	\$	208,048	<u>26</u>	<u>26</u>
Janitorial	Janitorial				80
	Subtotal	\$	486,661		
Food & Beverage	Note - Cost of employees are the responsibility of Concessionaire Shown Here for Information				
	Concessions			9	530
	Restaurants & Bars			5	90
Locker Room	Cost not reflected in total - Amount is minimal				
	Attendants				29
Grand Total Game Day Costs		\$	<u>1,474,583</u>	<u>16</u>	<u>1274</u>

All amounts are per game and net of operating costs

Parking Revenue		<u>Tax Rev</u>	<u>Split to Owner</u>	<u>Split to SCSA</u>	<u>Total for SCSA / City</u>	<u>Total for Others</u>
On Site						
Stalls in garage	1,600					
stalls in Centennial lot	1,800					
Other stalls (Great America)	1,100					
On site	<u>4,500</u>					
Offsite						
Total Offsite	<u>11,500</u>					
Grand Total	<u>16,000</u>	96,000	144,000	64,000	98,700	109,300
Per Season		<u>960,000</u>	<u>1,440,000</u>	<u>640,000</u>	<u>987,000</u>	<u>1,093,000</u>

Concession Revenue

	2012	2013	2014	2015	2016
Concessions					
Per Capita					
General Seating					
Club Seats					
Suites					
Gross Revenues					
General Seating					
Club Seats					
Suites					
Total	\$ 10,148,323	\$ 10,554,255	\$ 10,976,426	\$ 11,415,483	\$ 11,872,102
Commission Rates					
General Seating					
Club Seats					
Suites					
Net Revenues					
General Seating					
Club Seats					
Suites					
Net Commissions	\$ 4,964,125	\$ 5,162,690	\$ 5,369,198	\$ 5,583,965	\$ 5,807,324
Taxes	\$ 378,328	\$ 393,461	\$ 409,200	\$ 425,568	\$ 442,591
Net Commisions	\$ 4,585,797	\$ 4,769,229	\$ 4,959,998	\$ 5,158,398	\$ 5,364,734